

Message Text

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PAGE 01 STATE 172451
ORIGIN COME-00

INFO OCT-01 NEA-10 ISO-00 EB-08 /019 R

DRAFTED BY COM/BED/OED/MEPD/GBURKE/CF
APPROVED BY EB/OCA/CD:REDAY
COM/BED/OED/MEPD/JNRANDOLPH JR
COM/BED/OED/MEPD/SMCONGER, DIR.
COM/BED/OIM/GPAINE (INFO)
NEA/INS/JGRAHAME (INFO)

-----061794 081127Z /20

R 080039Z JUL 78
FM SECSTATE WASHDC
TO AMCONSUL CALCUTTA
INFO AMEMBASSY NEW DELHI

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E.O. 11652: N/A

TAGS: ETRD, BENC, EMIN, IN

SUBJECT: MAJOR PROJECT: BOKARO STEEL PLANT EXPANSION

REF: CALCUTTA 1039

AS FOLLOW-UP TO REFTEL, MAJOR EXPORT PROJECTS DIVISION/
USDOC DISCUSSED SUBJECT PROJECT WITH ROBERT HILL, VICE
PRESIDENT OF LEE WILSON CO., ON HIS RETURN TO U.S.
HILL CONFIRMED INFO REFTEL AND STATED HE PLANS RETURN
TO INDIA WHERE SECOND ROUND OF BIDS DUE JULY 15. HILL
HOPES TO CALL ON CONGEN JULY 10 OR 11 TO FURTHER
EXPLAIN BID STATUS AND REQUEST APPROPRIATE ASSISTANCE.

FYI: ACCORDING TO HILL, IN FIRST ROUND GERMAN PRICE
WAS LOWER BUT INDIANS APPEAR TO PREFER U.S. EQUIPMENT
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IF PRICE IS COMPETITIVE. HILL UNDERSTANDS THAT IF
U.S. PRICE CAN COME WITHIN 5 PERCENT OF GERMAN PRICE
ON SECOND ROUND, CHANCES ARE GOOD FOR SUCCESS. IN
CONTRAST TO REPORT PARA 3 REFTEL. HILL VERY IMPRESSED
WITH TECHNICAL EXPERTISE WITHIN MECON AND WITH FACT
THAT TECHNICAL/PRICE CONSIDERATIONS APPEAR TO BE ONLY
FACTORS INVOLVED. ALTHOUGH PROCESS APPEARS TO BE

GOING SMOOTHLY, HILL FELT REPRESENTATIONS IN SUPPORT
OF LEE WILSON CO. WOULD BE USEFUL. WE SUGGESTED TO HILL
THAT HE DISCUSS WITH CONGEN AND LOCAL PARTNERS LOW KEY
APPROACH WHICH MIGHT ENHANCE FIRM'S POSITION WITHOUT
INTIMATING THAT PROBLEMS EXIST.
VANCE

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: PROGRAMS (PROJECTS), STEEL PLANTS
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Draft Date: 08 jul 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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ISecure: 1
Legacy Key: link1978/newtext/t19780782/aaaacrls.tel
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Litigation Codes:
Litigation History:
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Review Markings:
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